Supply Chain & COVID-19: Analyzing Integrators’ Options

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Todays Guest

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Agenda

1. Concerns – Current/Future
2. Supply Chain Questions – Integrators
3. Metrics for Projects
4. Factors for Manufacturers
5. Takeaways
Overview

• Concerns at BLC with product availability
• New concerns with lack of orders
• Current supply chain concerns
• Future supply chain concerns

At NSCA’s Business & Leadership Conference, Feb. 26-28, 2020, the economic outlook was positive, despite concerns about product availability.
Questions to Suppliers

- What is product availability?
- What are options for extended terms?
- Are you anticipating price changes?
- Do you have storage (warehouse options) for project?
- What are current freight programs or disrupters?
- Is there a plan when there is a surge in orders?
Analyzing Project Metrics

- Timelines – laser focus
- Delays (furniture, products, site)
- Preparation when the “levy breaks”
- Utilizing outsourced partners – Distribution, Labor
- Financing options – managed services, trade finance
- Just in time
Factors for Suppliers

- What are vendors asking from their suppliers?
- What is status for warehouse staffing?
- Analyzing sales trends
- Many suppliers beefed up inventory in January
- Preparing for when the “levy breaks”
- Looking at current shortages
Takeaways

1. Be prepare when “levy breaks”
2. Laser focus timeframes
3. Ensuring financing for projects are in place
4. See NSCA supply chain updates
Connect

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Find more “Business Continuity” guidance at: nsca.org/tag/business-continuity/

During uncertain times like these, the No. 1 rule of business is:

Stay in business!
Get guidance from your trusted advisor on navigating tough choices and responding to the COVID-19 pandemic.

NSCA is here to help integration companies. Reach out at nsca.org/contact/ or call (800) 446-6722
THANK YOU!